

Message Text

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TO AMEMBASSY TOKYO IMMEDIATE

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LIMDIS PASS AMB MANSFIELD FROM AMB STRAUSS

E.O. 11652: N/A

TAGS: ERTD

SUBJECT:JAPANESE MTN OFFERS

1. PLEASE DELIVER FOLLOWING MESSAGE FROM AMBASSADOR
STRAUSS TO MINISTER USHIBA:

BEGIN TEXT:

THANK YOU FOR YOUR RECENT COMMUNICATION CONCERNING THE
IMPORT PROMOTION MISSION NOW VISITING THE U.S. I APPRECIATE
YOUR PERSONAL EFFORTS TO ASSURE THE SUCCESS OF THE MISSION,
AND YOU AND MR. IKEDA CAN BE ASSURED OF MY FULLEST COOPERATION AND SUPPORT. WE MUST MAKE EVERY EFFORT TO FULFILL THE
TERMS OF JANUARY 13 STATEMENT.

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THANKS TO THE TIMELY TABLING OF YOUR MTN OFFERS IN
MID-JANUARY, WE HAVE NOW HAD TIME TO COMPLETE OUR PRELIMINARY ANALYSIS OF THEM. I REALIZE YOUR OFFERS WERE
UNDER PREPARATION FOR MANY WEEKS BEFORE THEY WERE TAPLED
IN GENEVA AND THAT MOST OF THIS WORK PRECEDED OUR JOINT

COMMUNIQUE OF JANUARY 13.

AS YOU WILL RECALL, IN THAT COMMUNIQUE, WE ESTABLISHED NEW SIGHTS ON WHERE WE BOTH WANT TO END UP AS A RESULT OF A SUCCESSFUL MTN AS SET FORTH IN PARAGRAPH 6 OF OUR JOINT COMMUNIQUE. IT IS NOW TIMELY FOR THIS NEW COMMON OBJECTIVE TO BE REFLECTED IN REVISED JAPANESE OFFERS. BASED ON OUR ANALYSIS TO DATE, I WANTED TO LET YOU KNOW THAT I FEEL VERY SUBSTANTIAL IMPROVEMENTS ARE NEEDED IN YOUR OFFERS ACROSS-THE-BOARD IF WE ARE TO END UP WITH BASIC EQUITY IN OUR MUTUAL TRADING RELATIONSHIP, SUBSTANTIALLY EQUIVALENT COMPETITIVE OPPORTUNITIES, PARITY IN THE OPENNESS OF BOTH OUR MARKETS, AND COMPARABLE AVERAGE LEVELS OF TARIFFS, WHICH WOULD BE BOUND.

I URGE THAT YOU IMPRESS ON THE VARIOUS AGENCIES OF YOUR GOVERNMENT THE NEED TO TAKE THE INITIATIVE TO IMPROVE JAPAN'S OFFERS AND BRING THEM IN LINE WITH THE COMMITMENTS IN OUR JOINT COMMUNIQUE AND TO DO SO PROMPTLY SO THAT WHEN PRIME MINISTER FUKUDA COMES TO WASHINGTON THIS SPRING WE ARE NOT FENCING WITH EACH OTHER WITH A HUGE GAP BETWEEN JAPAN'S OFFERS AND A FINAL ACCEPTABLE UNDERSTANDING. TO DO SO WOULD CAST FURTHER PUBLIC DOUBT ON THE CREDIBILITY OF OUR RECENT AGREEMENT.

TO AVOID THE TENSIONS WE BOTH STRUGGLED TO CALM, I
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WOULD LIKE TO SUGGEST THAT WE AIM FOR HAVING A MUTUALLY-ACCEPTABLE BILATERAL RESULT LARGELY WORKED OUT BY OUR APRIL MEETING, SUBJECT OF COURSE TO FINAL APPROVAL WHICH WILL OBVIOUSLY DEPEND ON THE ACTIONS OF OUR OTHER TRADING PARTNERS AS WELL AS THE RESULTS OF MULTILATERAL CONSIDERATION OF THE VARIOUS NON-TARIFF-MEASURE CODES.

I AM LOOKING FORWARD TO BEING WITH YOU IN GENEVA ON APRIL 10 WHEN WE CAN TAKE STOCK OF WHERE WE STAND ON THIS SUBJECT AND THE WHOLE RANGE OF MTN ISSUES BOTH BILATERALLY AND MULTILATERALLY.

END TEXT. CHRISTOPHER

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